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Argentina

Citrus

Annual

2003

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Report Highlights:
A very prolonged, severe drought, which occurred over the last three months of 2003, is still affecting the central and northern part of Argentina. This unfavorable weather is forecast to reduce lemon and grapefruit yields in calendar year (CY) 2004. Lemon production is forecast to drop 150,000 metric tons (MT) from the production level achieved in CY 2003 to 900,000 MT. Grapefruit production is expected to decline to 150,000 MT, 20,000 MT less than in CY 2003. Exports of all citrus are expected to remain at similar volumes as in CY 2003. Citrus domestic consumption is expected to remain at the same levels than in CY 2003. Imports will remain low since the still high cost of the dollar is largely keeping importers out of the market for now.

Includes PSD Changes: Yes
Includes Trade Matrix: Yes
Annual Report
Buenos Aires [AR1]
[AR]

Section I. Situation and Outlook

Production

Argentina's citrus production for calendar year (CY) 2004 is forecast at 2,34 million metric tons (MT), nearly four per cent of the world total citrus production. Currently, the citrus production is more important for the economy of Northwestern Argentina (NOA) than ever before. Here, 57 percent of the total Argentine citrus is produced. The other important producing region is Northeastern Argentina (NEA) with 40 per cent of the planted area. The total area planted with citrus in Argentina is 155,000 hectares, in which lemons account for 44,000 hectares, oranges 60,000, tangerines 38,000, and grapefruits 13,000.

Region	Share (%)
NOA (Tucumán, Salta, Jujuy)	57
NEA (Corrientes, Entre Rios)	40
Others (Buenos Aires)	3.0

The citrus industry in Argentina involves nearly 5,500 farmers and 400 packers. Only 66 packers are in the export business. There are also 16 processors or juice producers.

Argentina is the largest lemon producer in the world with approximately historic average above one million metric tons a year, which represents roughly the 30 per cent of the world total production. That makes Argentina the largest lemon producing country in the world. The province of Tucumán, in NOA, produces 90 per cent of Argentine lemons. Also in Tucumán, this sector processes 800,000 MT of lemons per year with a share of 40 per cent in the world processing industry. It also produces 51,000 MT of lemon juice per year with a market share of 30 per cent. Exports of fresh lemons account for 350,000 MT a year. Also, orange production is important with an annual crop of about 750,000 MT. Argentina's main markets are located in the northern hemisphere.

The Impact of the Drought

One of the worst droughts of the last 100 years affected the central part of Argentina. It is forecast that 150,000 MT of lemons will be lost in CY 2004 due to this long lasting drought in the provinces of Tucumán and Salta. The drought has affected both, the quantity and quality of the fruit. Industry sources report that only 20 per cent of the planted area in Northwestern Argentina is irrigated. The drought has been so severe that not even those irrigated orchards will yield what is expected in a normal year. The province of Tucumán has a Monsoon rainfall regime with rains from December to March. If it does not rain during this period, larger losses can be expected. Shipments that should start to leave for Europe in February/March 2004 are unlikely to happen, compromising the signed business contracts for 2004.

However, lemon prices at international level are expected to increase as an outcome of the lower production in CY 2004. Therefore, the current high production cost will be compensated by a better price. Industry sources assert that the increase of diesel prices last year took the entire production cost up to levels even higher than in pre-devaluation times. The profitability of this business is expected to improve during 2004.

The drought affected mainly the central and northern parts of Argentina. The main tangerine and orange producing region is the Northeastern part of Argentina. Therefore tangerines and oranges plantations were able to escape its adverse effects, and yields were not affected.

In fact, weather conditions in the NEA were even better in CY 2003 than in CY 2002, which should give rise to better yields in CY 2004. Orange production in CY 2004 is expected at 730,000 MT, only 5,000 MT more than in CY 2003 and tangerines volumes are forecast to grow by 10 per cent reaching 420,000 MT in CY 2004.

Destination of the production in CY 2003 in metric tons (MT)

	Production	Processing	Consumption	Exports
Lemon	1,050,000	665,000	35,000	350,000
Tangerines	380,000	45,000	292,000	46,000
Oranges	725,000	160,000	489,000	76,000
Grapefruits	185,000	75,000	80,000	30,000
Grand total	2,340,000	945,000	896,000	499,000

Consumption

Domestic consumption of lemons and oranges is expected to remain at the same levels that in CY 2003. Domestic consumption of lemons will be at 35,000 MT and for oranges, at 490,000 MT. Tangerine consumption is forecast to grow a little since more fruit will be available in CY 2004. Grapefruit consumption is expected to decline due to lower production.

Trade

Citrus exports increased CY 2003 with respect to CY 2002. However, CY 2002 is not a good year to be compared with due to the heavy negative impact that the economic and banking crisis had on the citrus industry. Citrus exports have increased over the last three years, they totaled 413,000 MT in 2001, 417,000 MT in 2002, and 499,000 MT in 2003. However, export values did no show the same trend. In 2001, they were US$182 million, dropping to US$129 million in CY 2002, and then increasing again to US$178 million in CY 2003.

Fresh lemon exports are expected to have a downturn in CY 2004 due to the lower amount of good quality fruit. Exports volumes are forecast at 250,000 MT for CY 2004. Despite the steady increase in the export volumes throughout the last three years (245,000 MT, 332,000 MT, and 268,000 MT, respectively for 2001, 2002, and 2003), fresh lemon export values showed a gap in 2002 due to the impact of the peso devaluation on export prices. Export values for lemons for the period between January and October, went from US$109 million in 2001 to US$129 million in 2003. Nevertheless, in 2002 exports dropped US$87 million.

After 13 years of negotiations for a sanitary protocol, Argentina began to sell lemons to Japan. Only 900 MT at a value of US$1 million were exported to Japan in 2003 but it is expected that this figure will reach a steady 20,000 MT by 2007. Lemon producers are optimistic but also realize that access to the Asiatic market is not as easy to achieve.

Japanese sanitary requirements are very stringent. Cold treatment during the whole course of shipment is required to kill any possible med fly present in the fruit. Although this pest does not affect lemons, the Japanese sanitary authorities are cautious and do not want to have it to infest Japan. If the cold chain is affected in any way, it will affect fruit quality. Because it is so rigorous with its sanitary standards, Japan is the principal target county in Asia. If Argentine lemons can enter there, they will have access to the Asian market.

As mentioned in the previous report (AR3020), the U.S. is likely to be one of the countries most affected by this development since the U.S. ships to Japan 12 months per year. Due to the higher price of its fruit (US$1.6 per kilo in 2002) the U.S. is expected to lose significant market share to Argentina in 2004 (perhaps up to 30 percent) during Argentina's major shipping period (May-July).

In February 10-14 2003, the U.S. Animal, Plant Health and Inspection Service (APHIS) visited Argentina in order to comply with the site visit required to undertake the Pest Risk Assessment (PRA) of citrus canker. This will allowed Argentina to re-enter the U.S. market in the future. APHIS submitted the report to the Argentine Plant Protection Authority (SENASA) for its revision and comments.

Fresh orange export volumes are forecast to increase slightly to 80,000 MT. Fresh orange exports have experienced a continued decline over the last three years. Export volumes went down from 104,000 MT in CY 2001 to 80,000 MT and 75,000 MT in CY 2002, and CY 2003 respectively. Also, export values followed that negative trend with a deeper fall in 2002 due low prices during that year. Export values for oranges were US$40 million in 2001, US$17 million in 2002, and US$21 million in the first nine months of 2003.

Exports of tangerines for CY 2004 are forecast to remain at 45,000 MT. Fresh tangerine export volumes were 37,000 MT, 46,000 MT and 43,000 MT in the CY 2001/02/03. Export values for those years were US$23 million, US$18 million, and US$19 million, respectively.

Grapefruit exports are expected to drop to 20,000 MT as a result of lower production in Salta Province where the drought also affected this crop. Fresh grapefruit exports were 24,000 MT, 23,000 MT and 29,000 MT while values were US$10 million, US$6 million, and US$9 million, for CY 2001, 2002, and 2003.

Citrus imports in CY 2003 remained at low levels compared with the pre-devaluation period. In 2000 and 2001, before the peso devaluation, citrus imports accounted for 20,000 MT or US$11 million, and 14,000 MT or US$7 million, respectively. In CY 2002, after the peso devaluation, imports of citrus plummeted to at 1,300 MT. In CY 2003 total citrus imports increased a little to 1,800 MT but the unfavorable rate of exchange and the low domestic income are keeping importers out of business for the time being.

Import and Export Regulations

Outside the Mercosur Area	
Import Tariff	11.50
Statistical Tax (%)	0.50
Export tax (%)	5.00
Rebate (%) **Containers between 16 Kg.and 20 Kg.** **Containers with 16 Kg. or less**	4.05 5.00

Within the Mercosur Area	
Import tariff (%)	0.00
Export tax (%)	5.00
Rebate (%) Containers between 16 Kg. and 20 Kg. Containers with 16 Kg o less	4.05 5.00

Factors affecting Industry Structure

Cost of Production

Citrus Production Cost for Oranges and Tangerines in U.S. dollars per hectare

	Oranges		Tangerines			
Variety	Valencia	Seedless	Satsuma	Clementines	Ellendale	Criolla
Yield (MT)	31	26	26	26	26	21
Direct costs	US$/ha	US$/ha	US$/ha	US$/ha	US$/ha	US$/ha
Inputs	374	392	492	635	467	338
Machinery	172	158	169	176	152	136
Labor	70	61	253	197	72	419
Interests	29	29	43	47	32	42
Grand Total	644	640	957	1055	723	934
Standard plantation in the NEA (Concordia area – Province of Entre Rios), farm size 60 hectares with 48 hectare planted. Plantation density is 333 plants per hectare (4m x 6m). Plants of 12 years old. 14 % rate of interest. U.S. dollar equals 2.95 Argentine pesos.						

Source: The National Research Institute for Agriculture –Concordia (INTA – Concordia)

Prices

Wholesale domestic prices in Argentine US dollars per kilo

Oranges	CY 2000	CY 2001	CY 2002	CY 2003
January	$0.61	$0.28	$0.12	$0.18
February	$0.75	$0.24	$0.09	$0.26
March	$0.72	$0.27	$0.13	$0.25
April	$0.59	$0.27	$0.10	$0.25
May	$0.36	$0.33	$0.09	$0.21
June	$0.28	$0.27	$0.10	$0.16
July	$0.27	$0.22	$0.09	$0.16
August	$0.25	$0.21	$0.08	$0.14
September	$0.27	$0.20	$0.09	$0.15
October	$0.35	$0.21	$0.11	$0.13
November	$0.43	$0.18	$0.15	$0.18
December	$0.43	$0.19	$0.20	
Average	$0.44	$0.24	$0.11	

Tangerines	CY 2000	CY 2001	CY 2002	CY 2003
January	$0.36	$0.28	$0.21	$0.21
February	$0.53	$0.38	$0.19	$0.18
March	$0.39	$0.33	$0.11	$0.20
April	$0.30	$0.25	$0.08	$0.16
May	$0.25	$0.24	$0.10	$0.14
June	$0.22	$0.20	$0.10	$0.11
July	$0.25	$0.19	$0.10	$0.10
August	$0.27	$0.21	$0.09	$0.10
September	$0.35	$0.21	$0.10	$0.13
October	$0.42	$0.19	$0.11	$0.14
November	$0.34	$0.22	$0.14	$0.17
December	$0.33	$0.29	$0.19	
Average	$0.33	$0.25	$0.13	

Lemon	CY 2000	CY 2001	CY 2002	CY 2003
January	$0.43	$0.31	$0.32	$0.16
February	$0.53	$0.36	$0.23	$0.21
March	$0.41	$0.36	$0.15	$0.22
April	$0.27	$0.34	$0.11	$0.17
May	$0.25	$0.29	$0.09	$0.15
June	$0.21	$0.25	$0.08	$0.13
July	$0.19	$0.24	$0.08	$0.13
August	$0.20	$0.23	$0.08	$0.12
September	$0.22	$0.23	$0.08	$0.13
October	$0.27	$0.22	$0.11	$0.14
November	$0.29	$0.22	$0.13	$0.15
December	$0.28	$0.27	$0.14	
Average	$0.30	$0.28	$0.13	

Grapefruit	CY 2000	CY 2001	CY 2002	CY 2003
January	$0.59	$0.37	$0.14	$0.28
February	$0.71	$0.37	$0.13	$0.39
March	$0.53	$0.31	$0.15	$0.19
April	$0.36	$0.24	$0.10	$0.17
May	$0.29	$0.24	$0.10	$0.15
June	$0.27	$0.27	$0.10	$0.14
July	$0.27	$0.25	$0.10	$0.14
August	$0.28	$0.24	$0.09	$0.14
September	$0.32	$0.25	$0.10	$0.14
October	$0.43	$0.22	$0.11	$0.14
November	$0.65	$0.20	$0.15	$0.17
December	$0.63	$0.21	$0.19	
Average	$0.44	$0.26	$0.12	

Source: Buenos Aires Central Market

Retail domestic prices in U.S. dollars per Kilo

	Lemons		Orange	
	2002	2003	2002	2003
Jan	$0.64	$0.36	$0.28	$0.36
Feb	$0.57	$0.45	$0.25	$0.43
Mar	$0.34	$0.49	$0.22	$0.48
Apr	$0.32	$0.43	$0.25	$0.44
May	$0.25	$0.38	$0.22	$0.37
Jun	$0.22	$0.34	$0.19	$0.31
Jul	$0.22	$0.32	$0.19	$0.28
Aug	$0.22	$0.31	$0.18	$0.27
Sep	$0.20	$0.32	$0.17	$0.29
Oct	$0.25		$0.20	
Nov	$0.28		$0.22	
Dec	$0.30		$0.30	

Source: The National Institute for Statistics (INDEC)

Section II. Statistical Tables

PSD Table							
Country	Argentina						
Commodity	Fresh Lemons			(HECTARES)(1000 TREES)(1000 MT)			
	2001	Revised	2002	Estimate	2003	Forecast	UOM
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	
Market Year Begin		01/2002		01/2003		01/2004	MM/YYYY
Area Planted	44751	46000	45000	44100	0	44100	(HECTARES)
Area Harvested	42000	42000	42000	42000	0	42000	(HECTARES)
Bearing Trees	9000	9200	9000	9200	0	9200	(1000 TREES)
Non-Bearing Trees	2500	2700	2500	2700	0	2700	(1000 TREES)
TOTAL No. Of Trees	11500	11900	11500	11900	0	11900	(1000 TREES)
Production	1200	1200	1050	1050	0	900	(1000 MT)
Imports	0	0	0	0	0	0	(1000 MT)
TOTAL SUPPLY	1200	1200	1050	1050	0	900	(1000 MT)
Exports	250	270	255	350	0	250	(1000 MT)
Fresh Dom. Consumption	50	50	35	35	0	35	(1000 MT)
Processing	900	880	760	665	0	615	(1000 MT)
TOTAL DISTRIBUTION	1200	1200	1050	1050	0	900	(1000 MT)

Export Trade Matrix			
Country	Argentina		
Commodity	Fresh Lemons		
Time Period	CY	Units:	MT
Exports for:	2002	September	2003
U.S.	0	U.S.	0
Others		Others	
Russia	53009	Russia	59398
Spain	36176	Spain	55351
Netherlands	35679	Netherlands	53843
Italy	33602	Italy	49887
Greece	30196	Greece	33293
Poland	15736	Poland	17462
Belgium	23029	Belgium	16139
UK	7811	UK	10826
Canada	14874	Canada	10177
Ukraine	5476	Ukraine	8803
Total for Others	255588		315179
Others not Listed	12126		17315
Grand Total	267714		332494

Import Trade Matrix			
Country	Argentina		
Commodity	Fresh Lemons		
Time Period	CY	Units:	MT
Imports for:	2002	September	2003
U.S.	0	U.S.	0
Others		Others	
Italy	0	Italy	23
Spain	48		
Colombia	24		
Uruguay	23		
Total for Others	95		23
Others not Listed	0		0
Grand Total	95		23

Prices Table			
Country	Argentina		
Commodity	Fresh Lemons		
Prices in	US$ FOB	per uom	MT
Year	2002	2003	% Change
Jan	470	0	-100%
Feb	390	0	-100%
Mar	350	350	0%
Apr	340	420	24%
May	340	390	15%
Jun	320	380	19%
Jul	320	380	19%
Aug	320	390	22%
Sep	300	390	30%
Oct	230		-100%
Nov	219		-100%
Dec	231		-100%
Exchange Rate	2.87	Local Currency/US $	
Date of Quote	10/31/2003	MM/DD/YYYY	

PSD Table							
Country	Argentina						
Commodity	Fresh Oranges				(HECTARES)(1000 TREES)(1000 MT)		
	2001	Revised	2002	Estimate	2003	Forecast	UOM
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	
Market Year Begin		01/2002		01/2003		01/2004	MM/YYYY
Area Planted	57800	63000	58000	63000	0	60000	(HECTARES)
Area Harvested	52000	60000	52000	60000	0	58000	(HECTARES)
Bearing Trees	19000	21500	19000	22000	0	20000	(1000 TREES)
Non-Bearing Trees	1800	2140	1800	2200	0	3000	(1000 TREES)
TOTAL No. Of Trees	20800	23640	20800	24200	0	23000	(1000 TREES)
Production	774	780	540	725	0	730	(1000 MT)
Imports	0	0	0	0	0	0	(1000 MT)
TOTAL SUPPLY	774	780	540	725	0	730	(1000 MT)
Exports	84	80	90	76	0	80	(1000 MT)
Fresh Dom. Consumption	521	540	300	489	0	490	(1000 MT)
Processing	169	160	150	160	0	160	(1000 MT)
TOTAL DISTRIBUTION	774	780	540	725	0	730	(1000 MT)

Export Trade Matrix			
Country	**Argentina**		
Commodity	**Fresh Oranges**		
Time Period	**CY**	**Units:**	**MT**
Exports for:	**2002**	**October**	**2003**
U.S.	0	**U.S.**	0
Others		**Others**	
Spain	16587	**Spain**	21882
Netherlands	18146	**Netherlands**	18724
Belgium	12737	**Belgium**	10502
Russia	3936	**Russia**	6909
Italy	1212	**United Kingdom**	3862
United Kingdom	6406	**Italy**	2569
Portugal	229	**Poland**	2733
Sweden	2315	**Portugal**	1744
Poland	480	**Ukraine**	1359
Paraguay	14302	**Sweden**	1251
Total for Others	76350		71535
Others not Listed	8475		3720
Grand Total	84825		75255

Import Trade Matrix			
Country	Argentina		
Commodity	Fresh Oranges		
Time Period	**CY**	**Units:**	**MT**
Imports for:	**2002**	**October**	**2003**
U.S.	0	**U.S.**	0
Others		**Others**	
Spain	154	**Spain**	43
Mexico	96	**Chile**	32
Total for Others	250		75
Others not Listed			
Grand Total	250		75

Prices Table			
Country	**Argentina**		
Commodity	**Fresh Oranges**		
Prices in	**$ FOB**	**per uom**	**MT**
Year	**2002**	**2003**	**% Change**
Jan	40	0	-100%
Feb	30	0	-100%
Mar	30	0	-100%
Apr	20	360	1700%
May	200	330	65%
Jun	270	300	11%
Jul	260	300	15%
Aug	240	290	21%
Sep	190	250	32%
Oct	50	160	220%
Nov	100		-100%
Dec	0		
Exchange Rate	2.87	Local Currency/US $	
Date of Quote	10/31/2003	MM/DD/YYYY	

PSD Table							
Country	Argentina						
Commodity	Fresh Tangerines			(HECTARES)(1000 TREES)(1000 MT)			
	2001	Revised	2002	Estimate	2003	Forecast	UOM
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	
Market Year Begin		01/2002		01/2003		01/2004	MM/YYYY
Area Planted	39470	39000	40000	36000	0	38000	(HECTARES)
Area Harvested	35000	35000	35000	32000	0	33000	(HECTARES)
Bearing Trees	15000	15000	15000	14000	0	14000	(1000 TREES)
Non-Bearing Trees	800	600	800	1000	0	1000	(1000 TREES)
TOTAL No. Of Trees	15800	15600	15800	15000	0	15000	(1000 TREES)
Production	464	416	290	380		420	(1000 MT)
Imports	0	0	0	0	0	0	(1000 MT)
TOTAL SUPPLY	464	416	290	380	0	420	(1000 MT)
Exports	46	46	46	43	0	45	(1000 MT)
Fresh Dom. Consumption	377	325	200	292	0	330	(1000 MT)
Processing	41	45	44	45	0	45	(1000 MT)
TOTAL DISTRIBUTION	464	416	290	380	0	420	(1000 MT)

Export Trade Matrix			
Country		Argentina	
Commodity		Fresh Tangerines	
Time Period	CY	Units:	MT
Exports for:	2002	October	2003
U.S.	0	U.S.	0
Others		Others	
Netherlands	16949	Netherlands	16058
United Kingdom	9055	United Kingdom	5645
Russia	4839	Russia	5596
Philippines	2294	Philippines	4096
Canada	3105	Canada	2422
Belgium	2617	Belgium	1284
Spain	1485	Spain	1075
Poland	463	Poland	1039
Hong Kong	1319	Hong Kong	808
Portugal	378	Portugal	703
Total for Others	42504		38726
Others not Listed	3545		4025
Grand Total	46049		42751

Import Trade Matrix			
Country	Argentina		
Commodity	Fresh Tangerines		
Time Period	CY	Units:	MT
Imports for:	2002	October	2003
U.S.	0	U.S.	0
Others		Others	
Spain	12	Spain	6
Israel	21	Israel	0
Uruguay	15	Uruguay	213
Total for Others	48		219
Others not Listed	0		0
Grand Total	48		219

Prices Table			
Country	**Argentina**		
Commodity	**Fresh Tangerines**		
Prices in	**$ FOB**	**per uom**	**MT**
Year	**2002**	**2003**	**% Change**
Jan	0	0	
Feb	430	470	9%
Mar	460	450	-2%
Apr	410	450	10%
May	390	460	18%
Jun	360	460	28%
Jul	360	430	19%
Aug	350	410	17%
Sep	240	400	67%
Oct	220	400	82%
Nov	20	0	-100%
Dec	0	0	
Exchange Rate	2.87	Local Currency/US $	
Date of Quote	10/31/2003	MM/DD/YYYY	

PSD Table							
Country	Argentina						
Commodity	Fresh Grapefruit			(HECTARES)(1000 TREES)(1000 MT)			
	2001	Revised	2002	Estimate	2003	Forecast	UOM
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	
Market Year Begin		01/2002		01/2003		01/2004	MM/YYYY
Area Planted	13500	12000	14000	12000	0	13000	(HECTARES)
Area Harvested	12150	12000	12200	12000	0	12000	(HECTARES)
Bearing Trees	3300	2950	3000	2950	0	3000	(1000 TREES)
Non-Bearing Trees	345	150	100	150	0	100	(1000 TREES)
TOTAL No. Of Trees	3645	3100	3100	3100	0	3100	(1000 TREES)
Production	175	170	150	185	0	157	(1000 MT)
Imports	0	3	2	1	0	0	(1000 MT)
TOTAL SUPPLY	175	173	152	186	0	157	(1000 MT)
Exports	22	25	22	30	0	20	(1000 MT)
Fresh Dom. Consumption	78	75	70	81	0	67	(1000 MT)
Processing	75	73	60	75	0	70	(1000 MT)
TOTAL DISTRIBUTION	175	173	152	186	0	157	(1000 MT)

Export Trade Matrix			
Country	Argentina		
Commodity	Fresh Grapefruit		
Time Period	CY	Units:	MT
Exports for:	2002	October	2003
U.S.	0	U.S.	0
Others		Others	
Belgium	12856	Belgium	16928
Netherland	3273	Netherlands	3872
Spain	2038	Spain	2502
Romania	0	Romania	1409
Russia	1859	Russia	1392
Poland	1009	Poland	612
Italy	455	Italy	777
Greece	578	Greece	430
Ukraine	237	Ukraine	393
UK	384	UK	343
Total for Others	22689		28658
Others not Listed	202		409
Grand Total	22891		29067

Import Trade Matrix			
Country	Argentina		
Commodity	Fresh Grapefruit		
Time Period	CY	Units:	MT
Imports for:	2002	October	2003
U.S.	0	U.S.	0
Others		Others	
Paraguay	0	Paraguay	990
Israel	563	Israel	216
Chile	29	Chile	207
Spain	0	Brazil	22
Brazil	19	Uruguay	55
Uruguay	319		
Total for Others	930		1490
Others not Listed	0		0
Grand Total	930		1490

Prices Table			
Country	Argentina		
Commodity	Fresh Grapefruit		
Prices in	$ FOB	per uom	MT
Year	2002	2003	% Change
Jan	0	0	
Feb	0	470	
Mar	190	450	137%
Apr	290	450	55%
May	280	300	7%
Jun	280	330	18%
Jul	260	320	23%
Aug	210	330	57%
Sep	230	180	-22%
Oct	0		
Nov	0		
Dec	0		
Exchange Rate	2.87	Local Currency/US $	
Date of Quote	10/31/2003	MM/DD/YYYY	